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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

**FOR RELEASE:** IMMEDIATELY

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone (904) 249-0448

## FEBRUARY 1987 BILLINGS FOR METAL TREATING INDUSTRY
## RISE 1.9% OVER FEBRUARY 1986 TOTAL

Sales for Commercial Heat Treaters were $40.5 million in February 1987, up from the February 1986 figure of $39.7 million.

February's billings also amounted to a 12.8% increase over November's total -- the lowpoint for 1986.

Industry-wide, for the first two months of 1987 sales amounted to $79.0 million, off 2.4% from the 1986 total for this period of $80.9 million.

Four MTI districts experienced a decline from their February 1986 performance. Six districts are down for the year-to-date when compared to 1986.

A summary of percentage change by geographic regions follows:

| | District | Feb 87 vs. Feb 86 | Total 1987 vs. 1986 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | - 0.4 | - 3.4 |
| 2 | Middle Atlantic (NY-NJ-E. PA-MD) | - 9.5 | -14.5 |
| 3 | South Central (W. PA-OH-IN-KY) | 6.9 | 3.3 |
| 4 | Michigan | - 1.5 | - 6.5 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 4.0 | - 0.6 |
| 6 | North Central (IL-WI-MN-MO-IA) | 9.7 | 5.8 |
| 7 | Pacific Coast (CA-AZ-ORE-WASH) | 2.3 | - 0.8 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | -13.2 | -20.9 |
| 9 | Canada | 10.1 | 5.8 |

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1987

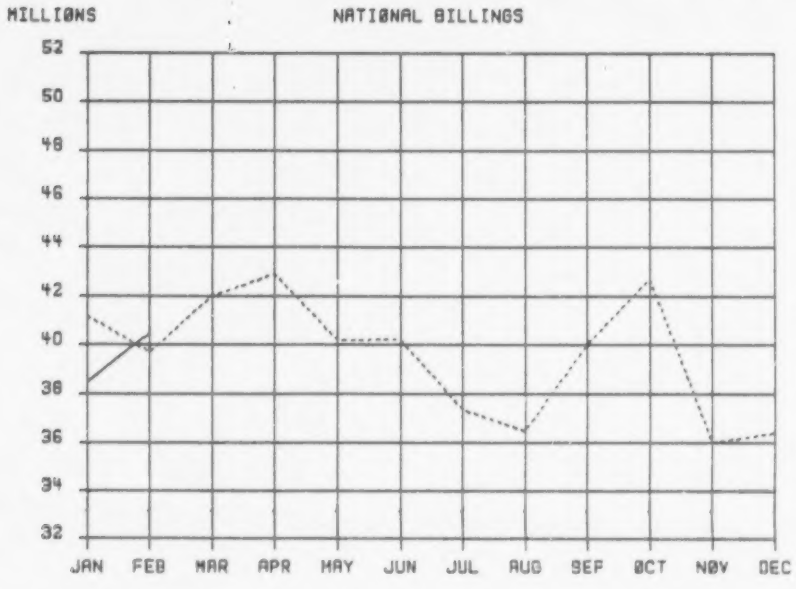
BILLINGS FOR MONTH

| | Total Members[1] | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1986 | 1987 | % | 1986 | 1987 |
| Total | 319 | 39711.1 | 40470.0 | 1.9 | 100.0 | 100.0 |
| Dist. 1 | 17 | 3186.5 | 3175.1 | - 0.4 | 8.0 | 7.8 |
| Dist. 2 | 44 | 4476.4 | 4052.9 | - 9.5 | 11.3 | 10.0 |
| Dist. 3 | 60 | 7100.8 | 7588.1 | 6.9 | 17.9 | 18.7 |
| Dist. 4 | 33 | 5726.6 | 5642.1 | - 1.5 | 14.4 | 13.9 |
| Dist. 5 | 23 | 2235.4 | 2325.8 | 4.0 | 5.6 | 5.7 |
| Dist. 6 | 49 | 6613.5 | 7256.7 | 9.7 | 16.7 | 17.9 |
| Dist. 7 | 41 | 5365.0 | 5488.7 | 2.3 | 13.5 | 13.6 |
| Dist. 8 | 25 | 2462.7 | 2138.3 | -13.2 | 6.2 | 5.3 |
| Dist. 9 | 16 | 2544.3 | 2802.3 | 10.1 | 6.4 | 6.9 |
| Foreign | 11 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1986 | 1987 | % | 1986 | 1987 |
| Total | 80916.3 | 78981.8 | - 2.4 | 100.0 | 100.0 |
| Dist. 1 | 6451.9 | 6230.8 | - 3.4 | 8.0 | 7.9 |
| Dist. 2 | 9161.0 | 7834.1 | -14.5 | 11.3 | 9.9 |
| Dist. 3 | 14427.1 | 14908.5 | 3.3 | 17.8 | 18.9 |
| Dist. 4 | 11602.0 | 10853.5 | - 6.5 | 14.3 | 13.7 |
| Dist. 5 | 4580.1 | 4552.1 | - 0.6 | 5.7 | 5.8 |
| Dist. 6 | 13379.2 | 14153.0 | 5.8 | 16.5 | 17.9 |
| Dist. 7 | 11092.2 | 11005.4 | - 0.8 | 13.7 | 13.9 |
| Dist. 8 | 5142.2 | 4068.8 | -20.9 | 6.4 | 5.2 |
| Dist. 9 | 5080.6 | 5375.5 | 5.8 | 6.3 | 6.8 |

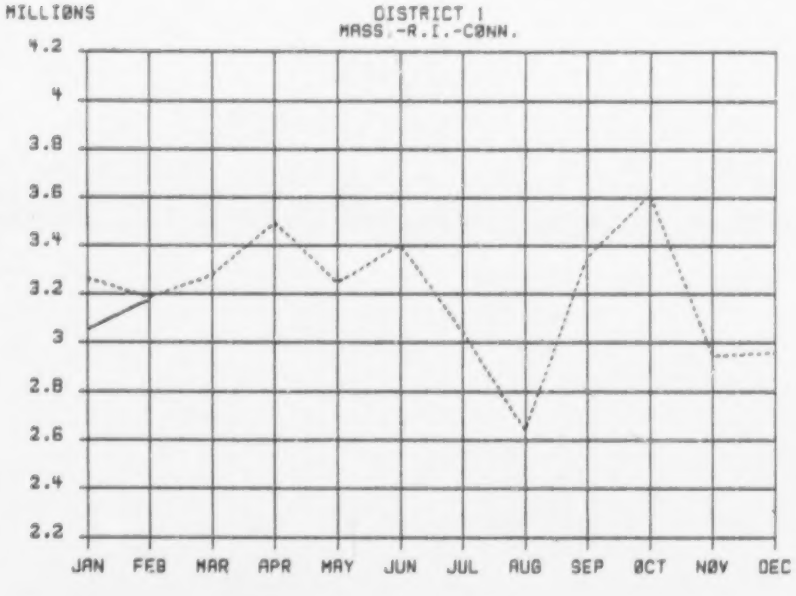
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86




1986 - - - -

1987 ———

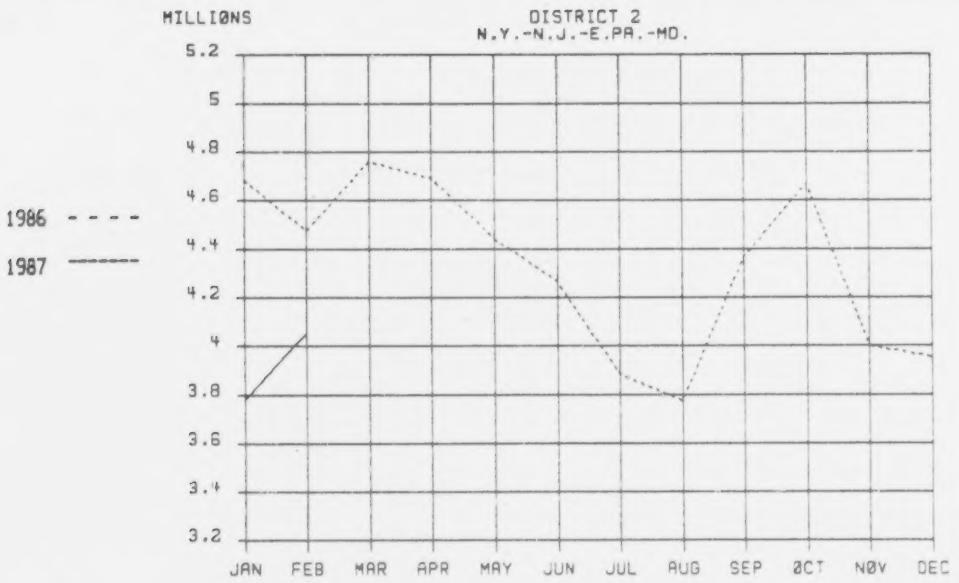
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -6.5 | 1.9 | | | | | | | | | | |
| % Change | Cumulative | -6.5 | -2.4 | | | | | | | | | | |



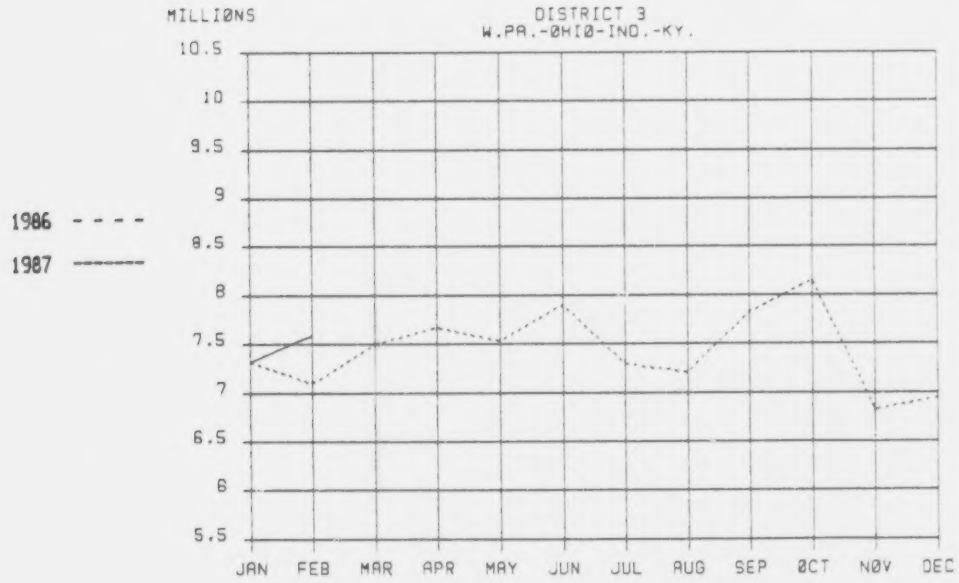

1986 - - - -

1987 ———

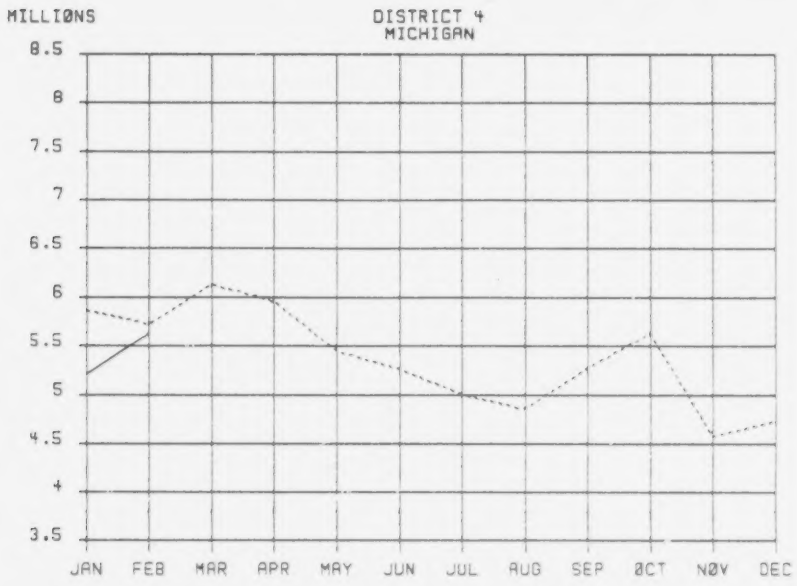
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -6.4 | -0.4 | | | | | | | | | | |
| % Change | Cumulative | -6.4 | -3.4 | | | | | | | | | | |



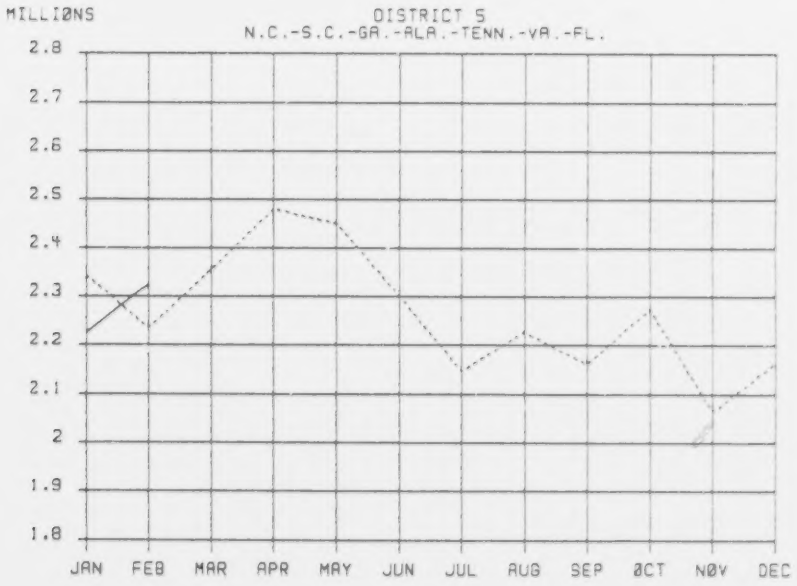

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -19.3 | - 9.5 | | | | | | | | | | |
| % Change | Cumulative | -19.3 | -14.5 | | | | | | | | | | |



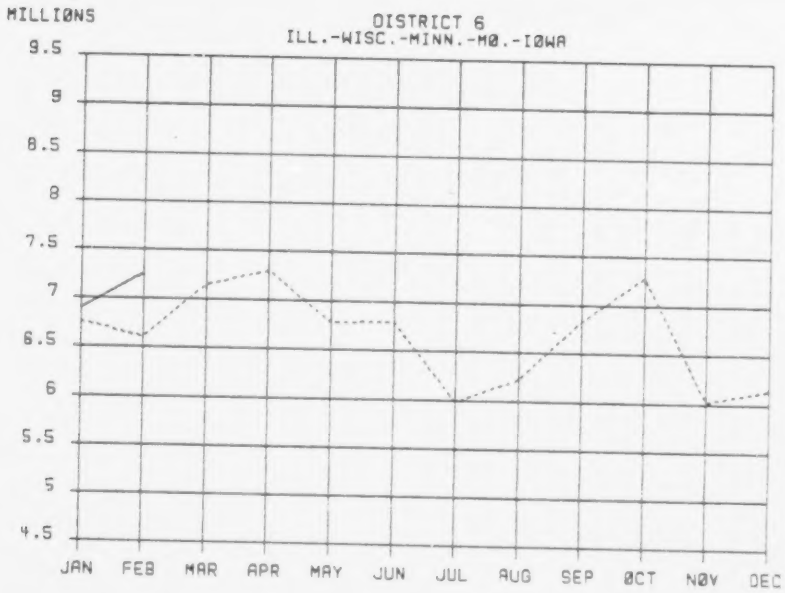

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -0.1 | 6.9 | | | | | | | | | | |
| % Change | Cumulative | -0.1 | 3.3 | | | | | | | | | | |



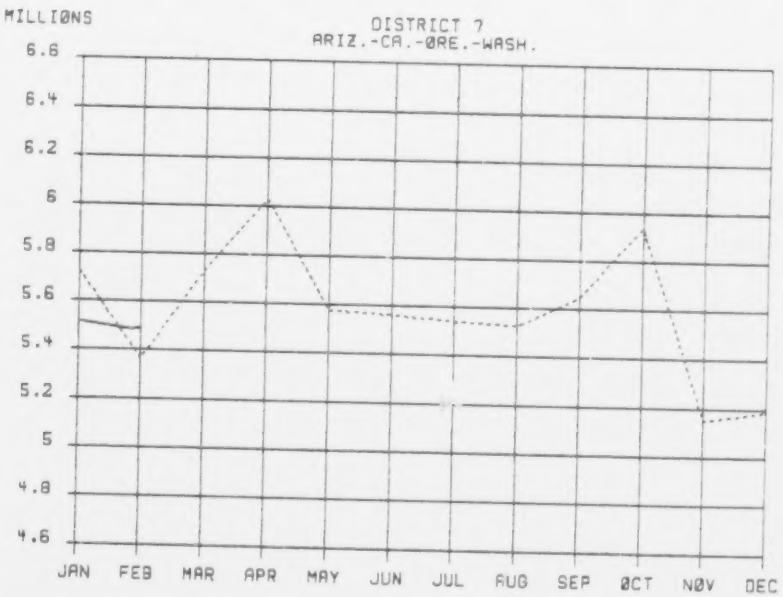

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -11.3 | - 1.5 | | | | | | | | | | |
| % Change | Cumulative | -11.3 | - 6.5 | | | | | | | | | | |



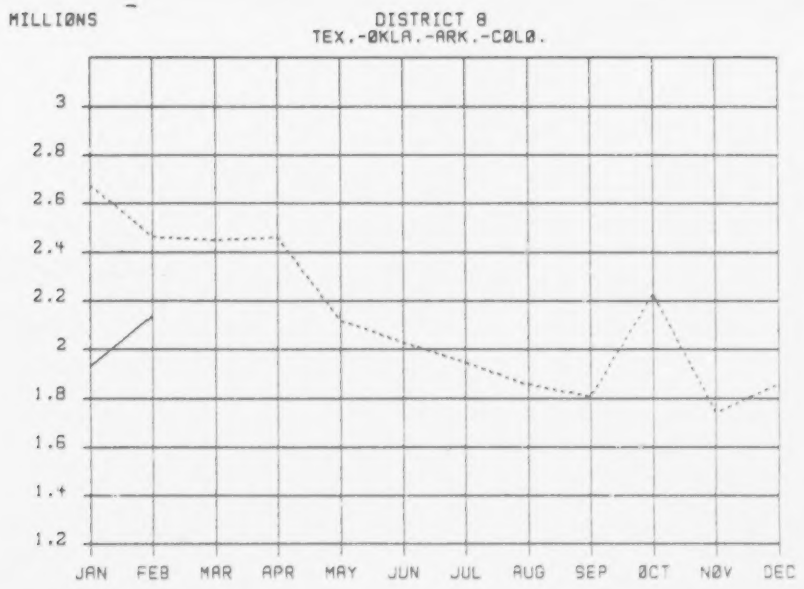

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -5.1 | 4.0 | | | | | | | | | | |
| % Change | Cumulative | -5.1 | -0.6 | | | | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.9 | 9.7 | | | | | | | | | | |
| % Change | Cumulative | 1.9 | 5.8 | | | | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -3.7 | 2.3 | | | | | | | | | | |
| % Change | Cumulative | -3.7 | -0.8 | | | | | | | | | | |

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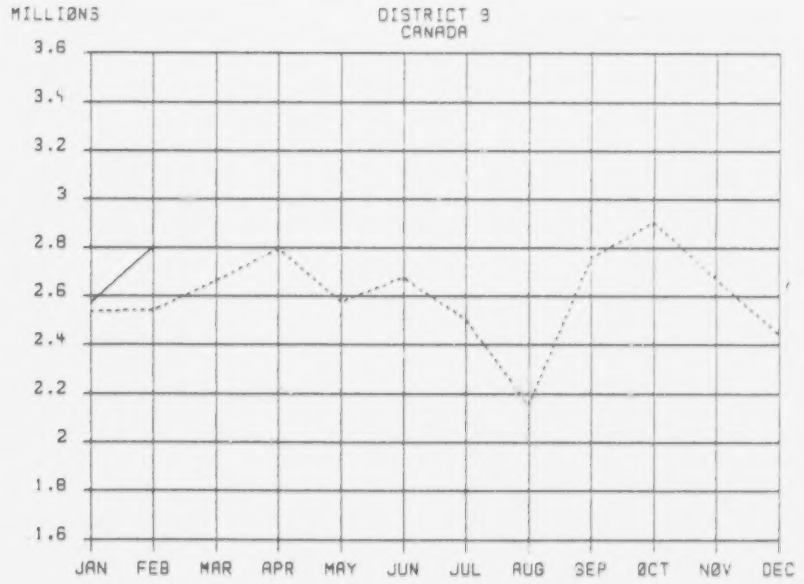
1987 ------

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | -28.0 | -13.2 | | | | | | | | | | |
| % Change | Cumulative | -28.0 | -20.9 | | | | | | | | | | |




1986 - - - -

1987 ------

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 1.5 | 10.1 | | | | | | | | | | |
| % Change | Cumulative | 1.5 | 5.8 | | | | | | | | | | |